

Designation Run Report

# Hilliard, Gary - Defendants' Counters 5-27-21 11a

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Hilliard, Gary 01-10-2019

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**Defendants' Counters 00:04:24**

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326:25 - 327:05	<b>Hilliard, Gary 01-10-2019 (00:00:13)</b> 326:25 Q. Now, during your time at 327:1 McKesson, are you aware of any changes to the 327:2 Controlled Substances Act? 327:3 A. No, I'm not. 327:4 Q. The CSA didn't change at all 327:5 during your tenure at McKesson?	V311.1
327:07 - 327:07	<b>Hilliard, Gary 01-10-2019 (00:00:01)</b> 327:7 A. That's correct.	V311.2
327:09 - 327:14	<b>Hilliard, Gary 01-10-2019 (00:00:11)</b> 327:9 Q. Now, have directives from the 327:10 DEA changed over that period? 327:11 A. Yes, they have. 327:12 Q. Can you provide us any examples 327:13 of how DEA directives have changed while you 327:14 were at McKesson?	V311.3
327:16 - 330:03	<b>Hilliard, Gary 01-10-2019 (00:03:08)</b> 327:16 A. The meetings that we 327:17 accompanied at headquarters with Rannazzisi 327:18 so that kind of was the dividing line. I 327:19 think we had a pretty good relationship with 327:20 DEA before 2006. I mean, we worked with 327:21 them. 327:22 We would have routine fiscal 327:23 audits. The fiscal audits were not, you 327:24 know, argumentative and such. They were 327:25 typically ran very well. Many times they 328:1 were very collaborative. 328:2 We also worked with DEA in 328:3 respects where our DC managers would have a 328:4 relationship with the local DEA offices, so 328:5 if they needed assistance with something, 328:6 emergency delivery orders, natural disasters 328:7 occurring, you know, they were able to reach 328:8 out and obtain assistance from their local 328:9 agents. 328:10 We also worked integral as part 328:11 of the CSOS implementation. We were the -- 328:12 McKesson, myself and Jenny Melton, we worked 328:13 with CSOS, with DEA and DEA's partners that	V311.6

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328:14 they -- third-party partners that came in to  
328:15 help design the CSOS program, and so we  
328:16 worked throughout that development process  
328:17 with DEA, very collaborative meetings and  
328:18 work to establish that.  
328:19 We also worked with them on  
328:20 methadone restrictions. They came in -- they  
328:21 asked us to come in and discuss it with them.  
328:22 And so I think we had a lot of collaboration  
328:23 that took place. You know, they have  
328:24 industry association meetings or conferences  
328:25 that DEA would hold pharmaceutical one year,  
329:1 alternate year would be at least one.  
329:2 So there were, you know,  
329:3 training -- the industry, essentially,  
329:4 working with the industry, providing  
329:5 information to the industry.  
329:6 2006, after the meeting with  
329:7 Rannazzisi, there was a different directive  
329:8 before that. There was new requirements or  
329:9 new interpretations that came out of that,  
329:10 more right -- understanding your customer and  
329:11 blocking orders. And so these were things  
329:12 that weren't part of the CSA but were now  
329:13 coming out.  
329:14 And even when we left the  
329:15 meeting for the internet pharmacy  
329:16 discussions, it seemed collaborative because  
329:17 they were going to assist us by providing us  
329:18 with customers that we could go out and  
329:19 investigate.  
329:20 So they had the data from the  
329:21 ARCOS and such and they knew the players that  
329:22 needed to be looked at and they were giving  
329:23 us the names, and that was very collaborative  
329:24 for them to do that. And then that kind of  
329:25 stopped for some reason.  
330:1 But it seemed to be around  
330:2 2006, after that Rannazzisi discussions, that  
330:3 that occurred.

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332:18 - 332:25	<b>Hilliard, Gary 01-10-2019 (00:00:09)</b>	V311.4
	332:18 Q. Does McKesson have access to	
	332:19 other distributors' data that's reported to	
	332:20 ARCOS?	
	332:21 A. No, they don't. We asked for	
	332:22 it.	
	332:23 Q. Who has access to the ARCOS	
	332:24 reporting data?	
	332:25 A. Only the DEA.	
338:18 - 339:05	<b>Hilliard, Gary 01-10-2019 (00:00:41)</b>	V311.5
	338:18 Mr. Hilliard, you worked at	
	338:19 McKesson for over 20 years. How would you	
	338:20 describe McKesson's culture in the area of	
	338:21 compliance and regulatory affairs?	
	338:22 A. I enjoyed working at McKesson	
	338:23 and working with my colleagues. I know that	
	338:24 myself and my colleagues always worked with	
	338:25 the utmost integrity and always believed in	
	339:1 what we were doing and strived to do the	
	339:2 right thing, and as they brought new folks in	
	339:3 and I worked with some of them, they too were	
	339:4 on the same page and had the same goals that	
	339:5 we had.	

Defendants' Counters = 00:04:24

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